

| CK09MERCER2015-20 TREATED AND UNTREATED ROCK SALT AND SOLAR SALT FOR THE COUNTY OF MERCER AND THE MERCER COUNTY COOPERATIVE CONTRACT PURCHASING SYSTEM FOR A PERIOD OF TWO (2) YEARS  |  |   |
|---|--|---|
| BID OPENING DATE: OCTOBER 29, 2015  |  |   |
| AWARD TWO (2) YEARS; TWO ADDENDA ISSUED; THE COUNTY SHALL AWARD PRIMARY AND SECONDARY CONTRACTS FOR TREATED AND UNTREATED SALT TO THE LOWEST, RESPONSIVE, RESPONSIBLE BIDDERS; THE COUNTY WILL AWARD ONE CONTRACT FOR SOLAR SALT; ALL AWARDS WILL BE BASED UPON THE TOTAL COST PER TON DELIVERED; DELIVERY FOR MATERIALS SHALL BE F.O.B. DESTINATION; | <b>NO BID FOR SOLAR SALT AND NO BID FOR TERTIARY AWARD</b>                 | NO BID: COMPASS MINERALS, 9900 WEST 109TH STREET, OVERLAND PARK, KS 66210 NO BID: CARGILL DEICING TECHNOLOGY 24950 COUNTRY CLUB BLVD. SUITE 450 NORTH OLMSTED, OH 44070 |
| NO. OF RESPONDENTS:   | 2  |   |
| NAME OF BIDDER  | MORTON SALT, INC.  | ATLANTIC SALT, INC.   |
| ADDRESS   | 123 N. WACKER DRIVE  | 134 MIDDLE STREET, SUITE 210  |
| CITY, STATE, ZIP  | CHICAGO, IL 60606-1743   | LOWELL, MA 01852  |
| CONTACT   | ANTHONY T. PATTON, DIRECTOR, U.S. GOVT BULK DEICING SALES & MKTG           | DONNA CAPILO  |
| TELEPHONE   | 312 807 2496   | 978 453 4911  |
| FAX   | 312 807 2669   | 978 251 8244  |
| E-MAIL  | <a href="mailto:BIDS@MORTONSALT.COM">BIDS@MORTONSALT.COM</a>               | <a href="mailto:DCAPILLO@EASTERNMINERALS.COM">DCAPILLO@EASTERNMINERALS.COM</a>  |
| PORT LOCATION: PICKUP AVAILABLE   | YES  | NO, THERE IS NO LOCATION FOR PICK-UP  |
| ADDRESS   | 1121 BORDENTOWN ROAD   | N/A   |
| CITY, STATE, ZIP  | MORRISVILLE, PA 19067  | N/A   |
| PICKUP PROCEDURE SUBMITTED  | YES AND POST ONLINE FOR CO-OP MEMBERS                                      | N/A   |
| CORPORATE MANAGEMENT CONTACT  | ANTHONY T. PATTON  | THOMAS SULLIVAN   |
| ADDRESS   | 123 N. WACKER DRIVE  | 134 MIDDLE STREET, SUITE 210  |
| CITY, STATE, ZIP  | CHICAGO, IL 60606-1743   | LOWELL, MA 01852  |
| TELEPHONE   | 312 807 2496   | 978 453 4911  |
| FAX   | 312 807 2669   | 978 251 8244  |
| EMAIL   | <a href="mailto:BIDS@MORTONSALT.COM">BIDS@MORTONSALT.COM</a>               | <a href="mailto:TSULLIVAN@EASTERNMINERALS.COM">TSULLIVAN@EASTERNMINERALS.COM</a>  |
| CONTACT FOR ORDERING OF SALT  | MICHELLE STAUNTON  | DIANA BANJANY   |
| ADDRESS   | 2625 BUTTERFIEL ROAD, SUITE 208E   | 561 RICHMOND TERRACE  |
| CITY, STATE, ZIP  | OAKBROOK, IL 60523   | STATEN ISLAND, NY 10301   |
| TELEPHONE   | 855 665 4540   | 718 816 7200  |
| FAX   | 630 861 2735 (ATTN: ROAD SALT DEPT)  | 718 981 8420  |
| EMAIL   | <a href="mailto:BUYROADSALT@MORTONSALT.COM">BUYROADSALT@MORTONSALT.COM</a> | <a href="mailto:SALTADY@ATLANTICSALT.COM">SALTADY@ATLANTICSALT.COM</a>  |
| INSURANCE REQUIRED FROM AWARDED VENDOR  | REQUIRED IF AWARDED  | REQUIRED IF AWARDED   |
| INDEMNIFICATION AND INSURANCE REQUIREMENTS  | SIGNED AND DATED   | SIGNED AND DATED  |
| NEW JERSEY BUSINESS REGISTRATION  | OK   | OK  |
| STOCKHOLDER DISCLOSURE  | OK: VERIFY NO HUMAN STOCKHOLDERS   | OK: VERIFY NO HUMAN STOCKHOLDERS  |
| EXHIBIT A   | INCLUDED   | INCLUDED  |
| IRAN CERTIFICATION  | SIGNED AND DATED   | SIGNED AND DATED  |
| EIC   | 52685 EXPIRES 4.15.17  | 5836 EXPIRES 10.15.19   |
| HOLD PRICING BEYOND 60 DAYS   | NO   | YES   |
| EXTEND TO COOP  | YES  | YES   |
| CONTINUITY OF SERVICE   | YES, SEE PAGE 58   | YES, SEE PAGE 58  |
| EXCEPTIONS  | NONE   | NONE  |
| FATAL FLAW  | NO   | NO  |

| 2015 PROPOSAL PAGE FOR TREATED AND UNTREATED ROCK SALT AND SOLAR SALT FOR THE COUNTY OF MERCER AND THE MERCER COUNTY COOPERATIVE CONTRACT PURCHASING SYSTEM FOR A PERIOD OF TWO (2) YEARS |                       |                 |            |   |              |            |
|---|-----------------------|-----------------|------------|---|--------------|------------|
|   | MORTON SALT - PRIMARY |                 |            | ATLANTIC SALT - SECONDARY FOR UNTREATED |              |            |
| BID OPENING DATE: OCTOBER 29, 2015  | UNTREATED TONS        | TREATED TONS    | SOLAR SALT | UNTREATED TONS                          | TREATED TONS | SOLAR SALT |
| COUNTY OF MERCER: (D.O.T. - 1,500 UNTREATED & 14,000 TREATED; P.C. - 600 TREATED AND 500 SOLAR SALT)  | 1,500                 | 14,600          | 500        | 1,500                                   | 14,600       | 500        |
| COST PER TON DELIVERED  | \$ 69.45              | \$ 87.45        | NO BID     | \$ 73.00                                | NO BID       | NO BID     |
| TOTAL COST *BASIS OF AWARD*   | \$ 104,175.00         | \$ 1,276,770.00 |            | \$ 109,500.00                           |              |            |
| COST PER TON FOR PICK-UP BY CONTRACTING UNIT  | \$ 69.00              | \$ 87.00        | NO BID     | NO BID                                  | NO BID       | NO BID     |
| COUNTY COOPERATIVE MEMBER QUANTITIES  |                       |                 |            |   |              |            |
| CITY OF TRENTON   |                       | 2,840           |            |   | 2,840        |            |
| EAST WINDSOR, PUBLIC WORKS  | 3,600                 |                 |            | 3,600                                   |              |            |
| EWING TOWNSHIP  |                       | 700             |            |   | 700          |            |
| HAMILTON TOWNSHIP   | 1,000                 | 12,000          | 500        | 1,000                                   | 12,000       | 500        |
| HIGHTSTOWN BOROUGH, PUBLIC WORKS  | 400                   |                 |            | 400                                     |              |            |
| HOPEWELL TOWNSHIP (INCLUDES 2,000 TON CONTINGENCY)  | 2,000                 | 1,000           |            | 2,000                                   | 1,000        |            |
| LAWRENCE TOWNSHIP   | 3,500                 | 1,500           |            | 3,500                                   | 1,500        |            |
| PENNINGTON BOROUGH  |                       | 200             |            |   | 200          |            |
| PRINCETON (INCLUDES 3,000 TON CONTINGENCY)  | 3,000                 | 7,000           |            | 3,000                                   | 7,000        |            |
| ROBBINSVILLE TOWNSHIP, PUBLIC WORKS   | 400                   | 2,800           |            | 400                                     | 2,800        |            |
| WEST WINDSOR TOWNSHIP   | 1,000                 | 1,500           |            | 1,000                                   | 1,500        |            |
| WEST WINDSOR/PLAINSBORO SCHOOL DISTRICT   | 200                   |                 |            | 200                                     |              |            |